



**USAID | ETHIOPIA**  
FROM THE AMERICAN PEOPLE

**U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT**

**ETHIOPIA MISSION**

**ANNUAL PROGRAM STATEMENT**

**CALL FOR CONCEPT PAPERS RELATED TO**

**FOSTERING LOCAL CAPACITY BY WORKING WITH NEW DEVELOPMENT  
PARTNERS (FLCWNDP)**

USAID/Ethiopia would like to make a special call for local organizations to submit concept papers related to the Mission's efforts under the USAID Forward Initiative – Implementation and Procurement Reform. This effort seeks to strengthen local civil society and private sector capacity to improve aid effectiveness and sustainability. USAID is committed to continuing to improve the ways in which it implements foreign assistance through broader collaboration with local partners.

**OBJECTIVES:** USAID/Ethiopia seeks to capitalize on the extensive field presence of local development partners by directly funding projects in areas where local organizations can be most effective. USAID recognizes that strengthening local capacity may require significant time and some additional technical assistance. However, such partnerships serve the ultimate goal of developing local capacity and fostering a sustainable model for development in Ethiopia.

Specifically, USAID/Ethiopia is looking for concept papers which specifically address program objectives in the areas below. Concept papers in different areas will be considered but prospective partners will greatly increase their chances of receiving funding by targeting these areas of interest.

USAID/Ethiopia plans to provide targeted capacity building technical support to prospective partners. Concept papers should identify areas where such services would likely be needed.

#### Health

- Fund organizations that provide support and training to health professionals.
- Fund umbrella organizations that provide support and training to organizations focusing on People Living with HIV/AIDS (PLHIV), Persons with Disabilities and faith-based approaches;
- Fund organizations addressing Gender-Based Violence and Gender Equity and Equality through a health-focused approach;

- Fund organizations that are utilizing innovative techniques to address Reproductive Health and Family Planning issues;
- Fund organizations evaluating and/or working on Healthcare Financing Reform;
- Fund organizations that are utilizing mass media, particularly low-cost technologies for media production, to address health-related issues; or
- Fund organizations that utilize innovative approaches to promote HIV/AIDS awareness.

### Education

- Community Outreach to encourage reading and writing in the early grades. The objectives of this program would include community based initiatives and innovations that will be proven to further promote the importance of reading and writing in the early grades among students, schools, communities, parents, Parent Teacher Associations, teachers, school leaders, education leaders and other stakeholders;
- Promoting curriculum related to education for people with disabilities in teacher training pre-service and in-service programs and training manual development, provide equal opportunity to students with disabilities, and encourage target education institutions to ensure environments (including toilets and water points) are accessible and materials are available in accessible formats; or
- Development of supplementary materials for early grade reading. Objectives include the production of appropriate reading materials in mother-tongue languages for the use of students in grades 1-4. The materials can be school-based or community-based and should be sustainable by local educational authorities over the long term.

### Justice and Conflict Mitigation

- Support alternative dispute mechanisms: build the capacity of local institutions and peace agents (including councils of elders, women and youth) for managing and mitigating conflict, including land tenure and resource-based conflict, and advance resiliency to climate change and capacity to resolve disputes;
- Address violence against women and children and establish programs to promote tolerance, inclusiveness, openness, and the protection of human/women/children rights and non-discrimination; or
- Strengthen legal and judicial systems, including the promotion and protection of human rights.

### Community-Managed Disaster Risk Reduction

- Build community resilience to potential shocks and reduce vulnerability to natural hazards.
- Enhance the technical and managerial capacity of local communities to analyze the causes and consequences of hazards and climate change factors, and to design effective interventions and adaptation strategies.
- Facilitate identification and analysis of vulnerabilities and capacities within the given context.

- Build capacity to manage disaster risk; enhance capability to leverage available resources of local government, civil society and private sector, as appropriate.
- Promote the culture of disaster risk awareness, preparedness and prevention.
- Promote increased participation of vulnerable communities in decision making.

### Opportunities for people with disabilities

Projects that will advance work or employment opportunities for people with disabilities in Ethiopia, particularly outside of Addis Ababa. To be considered, concept papers should focus on agriculture and/or entrepreneurship or business development/strengthening activities and should address market opportunities and workforce needs of the local area. Of particular interest are projects that:

- Address the needs of youth or women with disabilities;
- Are implemented by people with disabilities;
- Increase work opportunities in an inclusive environment and/or increase interaction in mainstream society (as opposed to opportunities in settings specific for people with disabilities);
- Include on-the-job employment skills development (such as internships, mentorships, or coaching); or
- Include aspects of awareness raising on the needs and abilities of people with disabilities.

### Opportunities for youth

Projects that will advance work/employment opportunities or workforce skills development for youth in rural central and west Oromia, SNNPR, Tigray and Amhara regions of Ethiopia. To be considered, concept papers should directly address the market opportunities and workforce needs of the local area. Of particular interest are projects that include:

- On-the-job employment skills development (such as internships, mentorships, or coaching);
- Foundational job skills development;
- Employment/job placement services; or
- New or updated training program development.

### Water and Sanitation

Projects addressing water security, which is defined as reliable and sustainable access to an acceptable quantity and quality of water to meet human, livelihood, ecosystem, and production needs, while reducing the risks from extreme hydrological events to people, the environment, and livelihoods. USAID is looking for activities focused on achieving three objectives:

- Increasing access to safe drinking water and sanitation, and promoting better hygiene (includes both short-and long-term sustainable access to safe water and adequate sanitation, as well as activities to improve hygiene);
- Improving water resources management (includes optimizing the benefits of drinking water among competing uses while ensuring that human needs are met and environmental

resources are protected, as well as supporting regional efforts to manage and/or adapt to hydrological variability and the risks of floods and droughts); and

- Increasing the productivity of water resources (includes maximizing the efficient and productive use of water used in industrial, agricultural, and other consumptive sectors, as well as supporting pollution prevention programs and other programs that reduce water losses).

## **GENERAL PROVISIONS:**

### **The Standard Provisions for Non-U.S. Non-Governmental Organizations**

(<http://www.usaid.gov/policy/ads/300/303518m1.pdf>) will apply to any awards under this APS.

For purposes of this APS, at the time of the award a “local organization” must,

- Be registered under the laws of Ethiopia;
- Have its principal place of business in Ethiopia;
- Be majority owned by individuals who are citizens or lawful permanent residents of Ethiopia or be managed by a governing body, the majority of whom are citizens or lawful permanent residents of Ethiopia; and
- Not be controlled by a foreign entity or by an individual or individuals who are not citizens or permanent residents of Ethiopia.

The term “controlled by”, means a majority ownership or beneficiary interest as defined above , or the power, either directly or indirectly, whether exercised or exercisable, to control the election, appointment, or tenure of the organization’s managers or a majority of the organization’s governing body by any means, e.g., ownership, contract, or operation of law.

“Foreign entity” means an organization that fails to meet any part of the “local organization” definition.

While for-profit local organizations may submit concept papers, they may not charge or receive a profit or fee in any subsequent award. Universities are also encouraged to apply.

Projects for \$100,000 to \$5,000,000 may be submitted for a two to five year period, subject to availability of funding. USAID/Ethiopia plans to make multiple awards under this Annual Program Statement from the two rounds of applications (see deadlines below). All of these awards are reserved for local organizations meeting the definition above. USAID reserves the right to fund any or none of the applications submitted.

USAID has identified **multiple cross-cutting areas such as governance, social accountability, gender, and disability** that are important components of sustainable development.

These cross-cutting issues have been integrated into the designs of the new USAID/Ethiopia strategy, to ensure that activities contribute to achieving broader development objectives.

Successful concept papers will incorporate these issues into the design of their proposed programs, as applicable.

USAID/Ethiopia will be responsible for the proposal review process and management of the awards. **Applicants are required to submit short concept papers (no more than 7 pages, including attachments) to the USAID/Ethiopia Local Capacity Development Team. Concept papers must be submitted in English.**

Applicants are encouraged to use the outline provided at the end of this notice to structure their Concept Papers. Applicants are not to submit full proposals at this time. If a full-proposal is submitted at this stage, it will not be returned to the Applicant and will not be reviewed.

After a review by the USAID/Ethiopia, applicants will receive instructions on whether or not to proceed with a full proposal. Note that being asked to provide a full proposal is not a guarantee that the project will be funded. Rejected Applicants may resubmit their Concept Paper for consideration during the Second Round.

Concept Papers will be reviewed based upon the following criteria:

1. Problem Definition (Goals and Objectives)
2. Linkage with Government of Ethiopia Strategies
3. Innovation and Creativity of Approach
4. Implementation Strategy and Sustainability Plan
5. Incorporation of Cross-Cutting Issues

USAID/Ethiopia requests that Concept Papers be submitted to **no later than 60 days after the publication of this notice on March 12, 2012 for the First Round of applications**. Concept Papers submitted after this date will not be reviewed until after the **Second Round deadline of September 1, 2012**. USAID will hold informational meetings before the 60 day deadline to explain USAID's funding and APS process, provide clarifications, and answer questions related to this APS. Dates, times and locations for these amendments will be announced through an amendment to this APS.

For additional information or questions, please contact USAID staff via email at: [addislcd@usaid.gov](mailto:addislcd@usaid.gov). Alternatively, interested parties can submit questions via regular mail to:

USAID – LCD Team  
U.S. Embassy  
Entoto Road  
Addis Ababa.

All questions should be submitted in writing to either of the above addresses by April 5, 2012. Do not contact USAID/Ethiopia staff by phone.

## **Suggested Concept Paper Outline**

- I. Problem Definition
- II. Background
- III. Goal Statement and Objectives
- IV. Strategy for Implementation
- V. Management Plan and Key Personnel
- VI. Interventions and/or Activities
- VII. Results Framework (Goal, Outcomes, Risks and Key Assumptions) and Sustainability Plan
- VIII. Linkage to Cross Cutting Issues
- IX. Budget Summary
- X. Description of Organization